

## RYDE EASTWOOD HAWKS TOUCH TREASURER'S REPORT FOR THE YEAR ENDED 30 APRIL 2020

AGM 11/6/2020

I herein present the financial statements and my Treasurer's Report for the year ended 30<sup>th</sup> April 2020.

The financial statements show a surplus of \$1,294 as compared to \$8,145 for the prior year. This has left us with Net Assets of \$68,196 which further consolidates our financial position.

We are in a position of being able to absorb any up front or capital costs without exhausting cash and can use the surplus to grow the association and support the players within it at both park and representative level.

Building these cash reserves could also prove critical in the testing financial times we find ourselves. We have and could experience further a decline in sponsorship as companies recover from the economic down turn caused by Covid so we may have to be prepared to accept this potential outcome, but recent years of surpluses have given us a cash buffer.

If we break down the relevant income and expense items the highlights are as follows.

- Senior competition raised \$39,210 in fees and had direct costs of \$37,512 after allowing for a share of ground hire. The competition ran at a surplus of \$1,698 compared to \$2,189 last year. There were no material income or expense variances.
- Junior competition raised \$26,553 in fees and gear sales and had direct costs of \$22,236 after allowing for a share of ground hire. The competition ran at a surplus of \$4,317 compared to \$5,493 for last year with the main variances being a decrease of \$5,442 in fees partly offset by a decrease in affiliation fees of \$1,070 and uniform costs of \$4,907. It would appear a large part of the variances can be attributed to more returning players who did not require uniforms. We also had an increase in referee fees of \$1,055 which reflects the efforts being put in to attract junior referees. Rather than turn them away we will incur the cost of having more than one referee.
- Senior State Cup raised levies of \$15,950, we had direct sponsorship of \$3,500 & \$1,710 from the High Performance Clinic that was successfully run by SSC players and coaches. There were direct costs of \$25,387 so was in deficit by \$4,227 compared to last year's deficit of \$414.
- Junior State Cup levies were \$57,296 and we had direct sponsorship of \$13,750. Direct costs were \$70,952 with a surplus of \$94. Last year was \$8,427.
- Vawdon Cup fees were \$4,520 with \$1,700 in direct sponsorship. Direct costs were \$8,506 so we had a subsidy of \$2,286. Last year was \$2,017.
- We successfully ran our first winter competition which had fees of \$9,820 and expenses of \$8,687 for a surplus of \$1,133.

- During the year the board pledged support for the rep programs with approvals of up to \$4,000 for Vawdon Cup, \$3,000 for Senior State Cup and \$8,000 for Junior State Cup, an overall subsidy of \$15,000. The shortfalls in the various programs came to \$6,269. This year was a big learning curve for both the board and the rep committee so we should be able to budget more accurately in the coming season.
- Sponsorship income was \$22,450 and included \$2,000 sponsorship in kind for the Junior State Cup raffle. Cash sponsorship for the club was \$3,500 compared to \$18,000 last year. This was because Covid hit as we were about to contact sponsors for renewal so we thanked sponsors for past support but did not actively chase then due to current business conditions. Cash sponsorship for the representative programs was \$16,950 and it was tremendous to see this level of support to help keep costs down for our rep payers. Sponsorship is absolutely critical as without sponsors we would be in deficit and not be able to support our representative teams and competition fees would increase, so we thank our generous sponsors and ask members to support them where they can.
- We had other expenses of \$2,935 for various administration and equipment as against \$6,679 last year. These included training and meeting costs of \$512, defibrillator costs of \$856, computer & IT expenses \$570.

I wish to thank the team delegates and rep managers as for their efforts in collecting fees. I also need to thank Paul Wines & Bill Calleja for making my job easier.



**Mark Lindsay - Treasurer**